

Message Text

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PAGE 01 STATE 107551 POSS DUPE
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R 271745Z APR 78
FM SECSTATE WASHDC
TO AMEMBASSY MANILA
AMEMBASSY SEOUL

UNCLAS STATE 107551

E.O. 11652: N.A.

TAGS: BTRA, EGEN, RP, KS

SUBJECT: TRAVEL OF TRW, INC. SENIOR EXECUTIVES

1. DEPARTMENT HAS BEEN ADVISED THAT MR. STANLEY C. PACE, PRESIDENT AND CHIEF OPERATING OFFICER OF TRW, INC. AND MR. LLOYD HAND, SENIOR VICE PRESIDENT WILL BE TRAVELLING TO MANILA (FROM NOON MAY 28 TO NOON MAY 30 - MANILA HOTEL) AND TO SEOUL (FROM MAY 31 TO JUNE 2 INCLUSIVE - HOTEL CHOSUN). PACE AND HAND WISH TO DISCUSS BASIC FACTORS RE LOCAL POLITICAL, ECONOMIC AND FOREIGN TRADE SITUATION AND U.S. INVESTMENT AND LICENSING PROSPECTS IN THESE COUNTRIES. WISH TO FOCUS PRIMARILY ON INFORMATION RELEVANT TO PRODUCTION OF MOTOR VEHICLE COMPONENTS (STEERING AND SUSPENSION ELEMENTS, ENGINE VALVE ELEMENTS, PISTON RINGS, SEAT BELTS) AND ELECTRONIC PRODUCTS (COMPONENTS, ELECTRONIC DATA COMMUNICATIONS, TELECOMMUNICATIONS). REQUEST ADDRESSEE POSTS MAKE UNCLASSIFIED

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APPOINTMENTS AS INDICATED BELOW:

2. FOR MANILA: COMPANY REPS FIRST WISH TO CALL UPON AMBASSADOR AND APPROPRIATE EMBASSY STAFF, FOLLOWED BY MEETINGS WITH APPROPRIATE GOVERNMENT AND PRIVATE SECTOR REPS TO DISCUSS SUBJECTS OF INTEREST INDICATED PARA 1. TRW REPS PARTICULARLY INTERESTED IN MEETING WITH VINCENTE

PATERNO, CHAIRMAN OF BOARD OF INVESTMENTS, CESAR VIRATA, SECRETARY OF FINANCE, JOHN SAGOVAC, PRESIDENT OF FORD PHILIPPINES, E.S. CLYMER, FAR EAST DIRECTOR, CHRYSLER INTERNATIONAL SERVICES, AND PABLO CARLOS, JR., EXECUTIVE V.P. DELTA MOTOR CORP. COMPANY REPS ALSO WOULD LIKE APPOINTMENTS WITH ONE OR TWO MAJOR PHILIPPINES ELECTRONICS PRODUCERS AND, IF EMBASSY DEEMS APPROPRIATE, SENIOR OFFICIALS OF INSTITUTE OF ELECTRONICS AND COMMUNICATIONS (LUNCHEON WITH LATTER ALREADY SCHEDULED FOR MAY 29).

3. FOR SEOUL: TRW REPS FIRST WISH TO MEET WITH AMBASSADOR AND APPROPRIATE EMBASSY STAFF, FOLLOWED BY APPOINTMENTS WITH KOREAN GOVERNMENT AND PRIVATE SECTOR REPS TO DISCUSS TOPICS OF INTEREST OUTLINED PARA 1 ABOVE. SUBJECT TO EMBASSY CONCURRENCE, COMPANY REPS BELIEVE LIKELY PROSPECTS FOR APPOINTMENTS INCLUDE OFFICIALS OF MINISTRY OF COMMERCE AND INDUSTRY AND ECONOMIC PLANNING BOARD, SENIOR EXECUTIVES OF THE HYUNDAI MOTOR COMPANY, GOLD STAR CO. (LUCKY GROUP), KOREAN COMMUNICATIONS, INC. (MR LEE CHANG), SAMSUNG GROUP AND THE ELECTRONICS INDUSTRY ASSN. OF KOREA.

4. TRW REPS WILL TELEX AMCHAM REPS VARGAS (PHILIPPINES) AND KRAUSE (KOREA) RE EMBASSY ASSISTANCE IN SETTING UP APPOINTMENTS. CONFIRMATION OF APPOINTMENTS OR OTHER INFORMATION RE SCHEDULE OF APPOINTMENTS SHOULD BE COORDINATED
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WITH LOCAL AMCHAM AND SENT VIA AMCHAM TELEX FACILITIES OR BY EMBASSY CABLE DIRECTLY TO MR. LLOYD HAND, 23555 EUCLID AVENUE, CLEVELAND, OHIO 44117. TELEPHONE (216) 383-2121. TELEX 810-421-8350. MR. HAND REQUESTS CONFIRMATION OF APPOINTMENTS NO LATER THAN MAY 12 SO THAT HE MAY FINALIZE TRAVEL SCHEDULE. APPRECIATE EMBASSY ASSISTANCE. VANCE

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